

U.S. DEPARTMENT OF AGRICULTURE
GRAIN INSPECTION, PACKERS AND STOCKYARDS ADMINISTRATION
PACKERS AND STOCKYARDS PROGRAMS

**ANNUAL REPORT OF MARKETING
AGENCY**

INSTRUCTIONS: This report must be completed by any individual, partnership, corporation, or association engaged in the business of buying and selling livestock on their own account as a dealer or market agency buying livestock on a commission basis (order buyer) under the provisions of the Packers and Stockyards Act, 1921, as Amended and Supplemented. If the reporting registrant operates on a calendar year basis, this report must be returned no later than April 15 following the calendar year end. If the reporting registrant operates on a fiscal year basis, this report must be filed no later than 90 days after the close of the fiscal year. If the space provided for any item is insufficient, attach additional pages containing the required information and refer to the appropriate section and item number.

OMB Control No. 0580-0015

Response is required so that financial solvency can be monitored and to determine the amount of bond required to operate subject to the Packers and Stockyards Act (9 CFR 201.97). Information held confidential (9 CFR 201.96).

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0580-0015. The time requested to complete this information is estimated to average 2 hours per response, including the time to review instructions, search existing data resources, gather the data needed, and complete and review the information collection.

1. DOES THE FIRM OPERATE ON A FISCAL YEAR BASIS? ☐ YES ☐ NO
IF YES, LIST FIRM'S FISCAL YEAR _____

2. LIST PERIOD COVERED BY THIS REPORT December 31, 20 ____.

RETURN COMPLETED FORM TO THE APPROPRIATE REGIONAL OFFICE; SEE SEPARATE INSTRUCTIONS FOR INFORMATION.

CERTIFICATION: I certify that this report has been prepared by me or under my direction, and that to the best of my knowledge and belief, this report correctly reflects the operations of the reporting firm.

3. DATE

4. TITLE (Owner, Partner, Officer)

5. SIGNATURE

SECTION 1 - GENERAL INFORMATION

6. NAME AND ADDRESS OF REPORTING FIRM (Include ZIP + 4 code)

7. TELEPHONE NUMBER

10. TYPE OF ORGANIZATION (check one)

8. Fax Number

9. E-Mail Address

- ☐ ASSOCIATION
☐ CORPORATION
☐ INDIVIDUAL
☐ L.L.C.
☐ L.L.P.
☐ PARTNERSHIP
☐ OTHER _____

11. DOES THE REPORTING FIRM OPERATE A WEBSITE
IN CONJUNCTION WITH ITS LIVESTOCK OPERATIONS?

☐ YES ☐ NO

IF "YES," PROVIDE DETAILS

12. DID ANY CHANGES IN THE FIRM'S ORGANIZATION OCCUR
DURING THE REPORTING YEAR?

☐ YES ☐ NO

IF "YES," PROVIDE DETAILS

13. IS STOCKYARD LEASED?

☐ YES ☐ NO

IF "YES," GIVE NAME AND ADDRESS OF LESSOR

14. OWNERS, PARTNERS, OFFICERS, AND DIRECTORS

NAME	TITLE AND DUTIES	PERCENT OF OWNERSHIP	SOCIAL SECURITY NUMBER*

*The Privacy Act of 1974 requires this Agency to inform applicant that disclosures of social security numbers are optional and that the information sought on this form is required by 9 CFR 201.97. The sole use of the social security number(s) sought on this form is to distinguish between applicants and registrants that have identical or similar names. As this Agency maintains a large volume of applications and registrations, applicants are encouraged to supply social security numbers.

15. DOES ANY OWNER, OFFICER, DIRECTOR, STOCKHOLDER, OR EMPLOYEE OF YOUR FIRM
OWN AN INTEREST IN ANY OTHER MARKET AGENCY, DEALER ORGANIZATION,
STOCKYARD COMPANY, OR PACKING COMPANY? ☐ YES ☐ NO

7a. IF "YES," GIVE NAME OF PERSON, FIRM, AND EXTENT OF OWNERSHIP

SECTION 2 - BOND INFORMATION

16. NUMBER OF PUBLIC SALE DAYS COVERED BY THIS REPORT

17. GROSS VALUE OF LIVESTOCK SOLD ON COMMISSION

\$ _____

18. TOTAL COST OF LIVESTOCK PURCHASED ON COMMISSION

\$ _____

19. TOTAL COST OF LIVESTOCK PURCHASED ON A DEALER BASIS

\$ _____ 20. \$ _____

SECTION 3 - ANALYSIS OF CUSTODIAL BANK ACCOUNT FOR SHIPPERS' PROCEEDS

21. BALANCE AS PER BANK STATEMENT.....	\$	_____
22. DEPOSITS IN TRANSIT (in mail or bank, but not on statement).....		_____
23. CERTIFICATES OF DEPOSIT DESIGNED AS CUSTODIAL FUNDS AND PURCHASED FROM BANK CARRYING CUSTODIAL ACCOUNT.....		_____
24. SAVINGS ACCOUNT BALANCE DESIGNATED AS CUSTODIAL FUNDS DEPOSITED IN BANK CARRYING CUSTODIAL ACCOUNT.....		_____
25. PROCEEDS ON HAND.....		_____
26. PROCEEDS RECEIVABLE.....		_____
27. TOTAL DEBITS.....	\$	_____
28. OUTSTANDING CHECKS AND DRAFTS WHICH HAVE NOT CLEARED BANK.....	\$	_____
29. PROCEEDS DUE CONSIGNORS OF LIVESTOCK FOR WHICH NO CHECKS WERE ISSUED.....		_____
30. EXPENSE ITEMS INCIDENT TO SALES REMAINING IN ACCOUNT.....	\$	_____
31. TOTAL CREDITS.....		_____
32. OVERAGE (Explain) (Carry to line 36).....	\$	_____
33. Shortage (Explain) (Carry to line 73).....	\$	_____

NOTE: A copy of financial statements or audit report, if available for period, covered by this report, may be furnished in lieu of the Balance Sheet and Profit and Loss information; PROVIDED, information requested herein but not shown in such statements or reports is furnished.

SECTION 4 - BALANCE SHEET AS OF CLOSE OF REPORTING PERIOD
A. CURRENT ASSETS

1. Cash			
a. On hand	34. \$	_____	
b. General bank account	35.	_____	
c. Overage in analysis of custodial bank account (From line 32)	36.	_____	37. _____
2. Inventories			
a. Livestock	38.	_____	
b. Feed	39.	_____	
c. Other (specify)	40.	_____	41. _____
3. Marketable Securities: U.S. Government Bonds and others			42. _____
4. Accounts Receivable			
a. One year old or less			
(1) Due from trade	43.	_____	
(2) Due from affiliates and subsidiaries	44.	_____	
(3) Due from officers	45.	_____	
(4) Due from employees	46.	_____	
(5) Due from others	47.	_____	
b. Subtotal (43 thru 47)	48.	_____	
c. More than one year old	49.	_____	
d. Subtotal (48 and 49)	50.	_____	
e. Less allowance for doubtful accounts	51. (_____)		52. _____
5. Notes receivable due within one year (including current portion, due within one year, of long-term notes)			53. _____
6. Other current assets			
a. Prepaid expenses	54.	_____	
b. Interest receivable	55.	_____	
c. Other (specify)	56.	_____	57. _____
7. TOTAL CURRENT ASSETS			58. \$ _____

B. INVESTMENTS

1. Farms and real estate	59.	_____
2. Stocks and bonds (Cost or market value, whichever is lower)	60.	_____
3. Other	61.	_____
4. Total investments	62.	_____

C. FIXED ASSETS

1. Land	63. \$	_____
2. Buildings, structures, and equipment	64. \$	_____
3. Less allowance for depreciation	65. (_____)	66. _____
4. Total fixed assets	67.	_____

D. OTHER ASSETS

1. Long-term notes receivable (Not due within one year) (Excluding portion included in line 53 above)	68. \$	_____
2. Other	69.	_____
3. Total other assets	70.	_____

E. TOTAL ASSETS	71. \$	_____
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SECTION 4 - BALANCE SHEET (Continued)

LIABILITIES AND NET WORTH

F. CURRENT LIABILITIES

1. Bank overdraft (per book) 72. \$ _____
2. Shortage in analysis of custodial bank account (From line 33) 73. _____
3. Payables, accruals, and other current liabilities
- a. Due to trade 74. \$ _____
- b. Due to suppliers 75. _____
- c. Due to affiliates and subsidiaries 76. _____
- d. Due to officers 77. _____
- e. Due to employees 78. _____
- f. Advances and deposits on livestock 79. _____
- g. Taxes 80. _____
- h. Demand notes payable 81. _____
- i. Notes, mortgages, and bonds due within one year (Including payments
on long-term debts due within one year) 82. _____
- j. Other 83. _____ 84. _____
4. Total current liabilities 85. \$ _____

G. LONG-TERM LIABILITIES

1. Notes, mortgages, and bonds payable (Excluding payments due
within one year, included in line 82 above) 86. \$ _____
2. Less sinking fund 87. _____ 88. \$ _____
3. Other 89. _____ 90. _____
4. Total long-term liabilities 91. \$ _____

H. TOTAL LIABILITIES

I. NET WORTH

1. If incorporated:
- a. Capital stock- Preferred 92. \$ _____
- b. Capital stock - Common 93. _____
- c. Paid in capital 94. _____
- d. Retaining earnings 95. _____
2. If unincorporated:
- a. Owner's capital 96. _____
- b. Undivided profits (+) or less (-) 97. _____
3. Total net worth 98. _____

J. TOTAL LIABILITIES AND NET WORTH 99. _____

SECTION 5 - VOLUME OF LIVESTOCK HANDLED DURING YEAR

	NUMBER OF HEAD					
	Steers and Heifers	Cows and Bulls	CALVES	HOGS	SHEEP	OTHER
100. Livestock consigned by others to your firm for sale during year						
101. Livestock consigned by you to your firm						
102. Total of lines 100 and 101						
103. Livestock bought by you on an agency basis out of consignments to your firm						
104. Livestock bought on an agency basis at other than your own firm						

SECTION 6 - INCOME STATEMENT FOR ALL OPERATIONS
A. INCOME

1. Selling Commissions 105. \$ _____
2. Yardage 106. _____
3. Buying Commissions 107. _____
4. Gross profit (+) or loss (-) from market support account (from Section 7) 108. _____
5. Gross profit (+) or loss (-) from dealer operations (from Section 8) 109. _____
6. Gross profit (+) or loss (-) from feed account 110. _____
7. Other income (specify) _____
 _____ 111. _____

8. Total income 112. _____

B. EXPENSES

1. Wages and bonuses 113. _____
2. Insurance 114. _____
3. Utilities 115. _____
4. Taxes 116. _____
5. Rent 117. _____
6. Depreciation 118. _____
7. Travel and entertainment (including auto expenses) 119. _____
8. Repairs and maintenance 120. _____
9. Interest 121. _____
10. Advertising 122. _____
11. Bad debts 123. _____
12. Trucking and hauling 124. _____
13. Other operating expenses 125. _____

14. Total expenses 126. \$ _____

C. NET INCOME (+) OR LOSS (-) 127. \$ _____

SECTION 7 - MARKET SUPPORT ACCOUNT (Livestock purchased from consignments to support the market)

	NUMBER OF HEAD					
	STEERS AND HEIFERS	COWS AND BULLS	CALVES	HOGS	SHEEP	OTHER
128. LIVESTOCK PURCHASED FROM CONSIGNMENTS						

129. Gross Profit (+) or Loss (All species) (Carry to line 108)\$ _____

SECTION 8 - DEALER OPERATIONS

	NUMBER OF HEAD					
	STEERS AND HEIFERS	COWS AND BULLS	CALVES	HOGS	SHEEP	OTHER
130. DETAIL OF DEALER OPERATIONS						

131. Gross Profit (+) or Loss (All species) (Carry to line 109)\$ _____